

Message Text

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SUBJ: MINISTRY OF HEALTH HOSPITAL AWARDS

REF: A. TEHRAN 3821 B. TEHRAN 10518 (12/12/74)

BEGIN UNCLASSIFIED

1. FOLLOWING GROUPS HAVE RECEIVED LETTER OF INTENT FROM MINISTRY OF HEALTH TO BUILD HOSPITALS ON TURNKEY BASIS, INCLUDING EQUIPMENT AND STAFFING:

A. AMERICAN MEDICORP (US): 4 HOSPITALS TOTALLING 2100 BEDS LOCATED AT RASHT, ZANJAN, BABUL AND GORGAN.

B. SEDIM, SGE, SPIE BATIGNONNES, AND GTM (FRANCE): 4 HOSPITALS, 2000 BEDS AT HAMADAN (MEDICAL SCHOOL COMPLEX; SAME FIRMS WILL ALSO UNDERTAKE OTHER UNIVERSITY BUILDINGS), KERMANSHAHR, BANDAR BUSHIRE AND SANANDAJ.

C. ORION BANK, ALLIED MEDICAL GROUP AND JELlicoe GROUP (UK): 4 HOSPITALS, 2010 BEDS LOCATED IN BIRJAD AND AZARBIAJAN PROVINCE. (ACCORDING BRITISH COMMERCIAL ATTACHE, GROUP HAS "CONTRACT" FOR FEASIBILITY STUDY WHICH WILL RESULT IN EVENTUAL CONSTRUCTION CONTRACT.)

2. DESIGNATED FRIMS ARE PRESENTLY UNDERTAKING SITE SURVEYS, EVALUATION OF REGIONAL MEDICAL REQUIREMENTS, ETC AND WILL PRESENT FINAL PRICE/FACILITY PROPOSALS TO MINISTRY BY JULY 1. IN FRENCH CASE FACILITIES IN FINAL PROPOSAL ARE EXPECTED TO BE SOMEWHAT LARGER THAN INDICATED IN LETTER OF INTENT.

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3. ABOVE NOT OFFICIALLY ANNOUNCED BUT CONFIRMED BY UNDERSECRETARY OF HEALTH ASSAR AND COMMERCIAL SECTIONS OF EMBASSIES INVOLVED. LETTERS OF INTENT COVER ALL HOSPITALS PLANNED FOR FIRST PHASE OF MIN HEALTH PROJECT.

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4. DANISH GOVERNMENT ALSO HAS BILATERAL TRADE AGREEMENT AND LETTER OF INTENT SIGNED BY IRANIAN FINANCE MINISTER ANSARY FOR DANISH FIRMS TO BUILD TWO HOSPITALS (1000 BEDS EACH) FOR MIN HEALTH AT BANDAR ABBAS AND BANDAR SHAHPOUR (REF B). ACCORDING DANISH COMMERCIAL COUNSELOR, HOWEVER, PROJECT POSTPONED INDEFINITELY SINCE THESE SITES NOT IN GOI PLANS FOR NEAR FUTURE; WHEN DANISH AMBASSADOR APPROACHED ASSAR ON SUBJECT, HR RESPONDED THAT FINAL PROPOSALS US, FRENCH AND BRITISH GROUPS WILL LIKELY BE HIGHER THAN \$50,000/BED PRESENTLY BUDGETED AND IF SUBSEQUENT NEGOTIATIONS NOT CONCLUSIVE, ENTIRE PROJECT MAY BE TENDERED INTERNATIONALLY. DANISH MINISTER OF FOREIGN AFFAIRS WILL PURSUE SUBJECT WHEN HE VISITS TEHRAN EARLY JUNE.

5. SIMILAR VIEWS THAT LETTERS OF INTENT MAY NOT RESULT IN CONTRACTS WAS VOICED BY FRENCH ECONOMIC COUNSELOR AND WASHINGTON LAWYER WALTER SURREY, WHO, DURING RECENT VISIT TO TEHRAN, PICKED UP NEGATIVE IMPRESSIONS FROM SEVERAL WELL-PLACED OFFICIALS.

6. COMMENT: EMBASSY BELIEVES THAT WHILE AWARDS NOT ENTIRELY WRAPPED UP, US HOSPITAL FIRMS SHOULD BE INFORMED PARA 1, 2 AND 3 ABOVE AND ENCOURAGED TO PURSUE OTHER GOI HOSPITAL PROGRAMS (MINISTRY OF SOCIAL WELFARE, IMPRIAL MEDICAL CENTER, ETC). WHEN/IF MINISTRY OF HEALTH PROJECT REOPENS FOR ADDITONAL BIDDERS, EMBASSY WILL ADVISE.
HELMS

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